

RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

March 20, 1998

RJR Account #203290
H. FOURTUNIS

SALEM TEAR TAPE PROMOTION #800438: JUNE (#806)

SALEM .30¢ Tear Tape product has been ordered in reference to the above promotion. Ship number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. No Displays are required, as retailers will utilize Displays they received with the April Salem Tear Tape distribution. This product is being shipped to you @ \$3.00/carton off-invoice.

RJR will reimburse you \$4.75 per 6M promoted case shipped to retail on a timely basis. This equates to **\$57.00 (12 (6M) case(s) @ \$4.75)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

PARTNERS 'BONUS' REPORTING DESCRIPTION
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'SAL 98 .30/1 PK'

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: 162309

Enc. Retail Customer List

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

SAL-JUNE.DOC

51855 9715

JUNE DELIVERY
SALEM TEAR TAPE
H. FORTUNIS

<u>UPC Code</u>	<u>SALEM BRAND STYLE</u>	<u>#/ (6M) Cases @ .30¢ Off</u>
12300-24194	Full Flavor	<u>3</u>
12300-24195	Full Flavor 100	<u>3</u>
12300-24196	Light	<u>3</u>
12300-24197	Light 100	<u>3</u>

*****UTILIZE ANY RESIDUAL BRAND STYLE QUANTITIES FROM MAY PRODUCT
DISTRIBUTION TO MEET JUNE DISTRIBUTION AS NEEDED*****

Product / Premium Arrival: May 26, 1998

Ship Date to Retail: Week of: June 8, 1998

EFT \$ Amount: \$3,722.04

JUNE Drive Period 806 / Promotion #800438

PROMOTION DESCRIPTION:

**SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER
AS INDICATED ON THE ATTACHED CUSTOMER LIST.**

**RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY
WHICH WAS SHIPPED WITH APRIL PRODUCT DISTRIBUTION**

JUNE DELIVERY

51855 9716

WHOLESALE : 203290 HARRY FOURTUNIS, INC. <DIRECT>
 TEMPLATE : 800438 80600 SAL 98 .30/1 NO
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85 QTY	M100 QTY	LT M85 QTY	LT M100 QTY	TOTAL QTY	CHAIN-ID	SUPPLIER
133035	133030	130769	84 QUIK STOP	5084 ROUTE 17M	NEW HAMPTON	NY	10958	1	2	3	2	8		
133005	133030	179116	QUAKER CREEK	767 PULASKI HWY	GOSHEN	NY	10924	2	1	2	1	6		
133005	133030	600426	A PLUS	68 BROOKSIDE AVE	CHESTER	NY	10918	7	4	6	3	20	0362-0102	
162210	162233	178194	R&B DELI	37 S MAIN ST	LIBERTY	NY	12754	3	3	3	3	12		
162210	162227	178453	JAMES' GENERAL STOR	PO BOX 346	NAPANOCH	NY	12458	1		1		2		
162210	162327	178872	VALLEY PHARMACY	ROUTE 52	PINE BUSH	NY	12566	4	3	6	4	17		
162210	162227	178902	PERINO'S DELI	ROUTE 6	SLATE HILL	NY	10973	1	1	3	1	6		
162210		485720	WALKER VALLEY GROC	ROUTE 52 BOX 315	WALKER VALL	NY	12588	1		1		2		
162210		641280	GNP PETROLEUM INC	RT 211	MIDDLETOWN	NY	10940		2			2		
162210	162227	688667	FAIR OAKS GENERAL S	RR 8 BOX 279	MIDDLETOWN	NY	10940			1		1		
162210		704978	HARRY FOURTUNIS	261 NORTH ST	MIDDLETOWN	NY	10940	2	2	2	2	8		
162210	162233	705602	KELLY'S DELI	210 N MAIN ST	LIBERTY	NY	12754				1	1		
162210		759736	CASPER'S TWO INC.	ROUTE 209 P.O. BO	SUMMITVILLE	NY	12781	1	1	1	1	4		
162210		766926	QUICK STOP VARIETY	P.O. BOX 263 338	MONTICELLO	NY	12701		2			2		
162305	162328	754480	M&M MOBIL, INC.	1000 FLATBUSH RD	KINGSTON	NY	12401	2		3	1	6		
162307	162327	178861	DAIRY MART 632	152 NORTH ST	NEWBURGH	NY	12550	6	1	3	4	14	2757-1100	
162307	162327	178944	PETE'S MARKET	271 WASHINGTON ST	NEWBURGH	NY	12550	2	2	2	2	8		
162307	162327	179019	MIDDLEHOPE GEN STOR	640 ROUTE 9W	MIDDLE HOPE	NY	12550	1	1	1	1	4		
162307		179174	QUICK DELI	251 STATE ROUTE 1	NEWBURGH	NY	12550	1				1		
162307	162328	209935	ARDONIA GENERAL ST	RT 44-55	CLINTONDALE	NY	12515	1	1	1	1	4		
162307	162327	331060	NORTH PLANK MOBIL	175 N PLANK RD	NEWBURGH	NY	12550	1	1	5	2	9		
162307		336213	LATIN GROCERY	193 BROADWAY	NEWBURGH	NY	12550	2	2	2	2	8		
162307	162327	340741	A-PLUS #60027	510 BROADWAY	NEWBURGH	NY	12550	1	1	3	1	6	0362-0102	046458
162307	162327	567459	H.N. OF NEWBURGH, IN	352 BROADWAY	NEWBURGH	NY	12550	1	2			3		
162307	162327	571289	PARTY BEVERAGE, INC.	199 N PLANK RD	NEWBURGH	NY	12550	2	2	2	2	8		
162307		578991	LAHEY'S MIDWAY	264 QUASSAICK AVE	NEW WINDSOR	NY	12553	1	1	1	1	4		
162307	162328	594992	BRIDGE CIRCLE DELI	77 MILTON AVE	HIGHLAND	NY	12528	1	1	1	2	5		
162307	162327	596448	SIDDIQUE PETROLEUM	185 MAIN ST	NEW PALTZ	NY	12561	1	2	6	3	12		913178
162307	162327	619745	SAMUELS DISCOUNT CT	1019 RT. 17K UNIT	MONTGOMERY	NY	12549	2	2	2	2	8		
162307	162327	632155	BLUESTAR INT. ENT.	160 NORTH ST	NEWBURGH	NY	12550	2	1	2	2	7		
162307	162327	638321	ONTERIO ENTERPRISES	30 S PLANK RD	NEWBURGH	NY	12550	1	2	1	1	5		
162307	162327	666444	IRELAND CORNERS	551 STATE ROUTE 2	NEW PALTZ	NY	12561	1		1		2		
162307		672417	MARKONIC'S DELI MKT	1191 RT. 9W #28	MARLBORO	NY	12542	1	1	1	1	4		
162307	162327	698921	LAKESIDE CONV DELI	RT 52 & LAKESIDE	NEWBURGH	NY	12550	1	1	1	1	4		
162307	162330	738962	B QUICK SERVICE	362 WINDSOR HWY	NEW WINDSOR	NY	12553	1	1	1	1	4		
162307	162327	767822	UNION ST. DELI&PIZZA	135 UNION ST	MONTGOMERY	NY	12549	1	1	1	1	4		
162307	162327	769211	MIDDLEHOPE DELI INC	626 ROUTE 9W	MIDDLE HOPE	NY	12550	2	2	2	2	8		
162308	162328	178627	SOUTHGATE DELI. AND	658 SOUTH RD	POUGHKEEPSI	NY	12601	1	1	2	2	6		
162308	162329	178726	AMENIA VARIETY	ROUTE 22 & 44	AMENIA	NY	12501	1	1	1	1	4		
162308	162328	307545	9G CENCO	403 VIOLET AVE	POUGHKEEPSI	NY	12601	3	2	2	3	10		
162308	162328	440786	ABC GROCERY	22 DE LAVAL PL	POUGHKEEPSI	NY	12601	2	2	2	2	8		
162308		511360	FOUR STAR WHOLESALE	67 COTTAGE ST	POUGHKEEPSI	NY	12601			1	1	2		

5NS882

WORKPLAN VAP TEMPLATE LISTING

 PAGE: 18
 DATE: 98-04-07
 TIME: 01:46 PM

 WHOLESALER . 203290 HARRY FOURTUNIS, INC. <DIRECT>
 TEMPLATE . 800438 80600 SAL 98 .30/1 NO
 SALES LEVEL . 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85 QTY	M100 QTY	LT M85 QTY	LT M100 QTY	TOTAL QTY	CHAIN-ID	SUPPLIER
162308	162328	619772	GETTY SERVICE STATI	355 MILL ST	POUGHKEEPSI	NY	12601	15	15	15	15	60		
162308	162328	669437	S&D FOOD STORE INC	250 HOOKER AVE	POUGHKEEPSI	NY	12603	1	1	1	1	4		
162308	162328	746373	PMK PETROLEUM BP	340 VIOLET AVE	POUGHKEEPSI	NY	12601	2	2	2	2	6		
162308	162328	760276	THREE JAY'S GULF	258 ROUTE 44	SALT POINT	NY	12578		1	1		2		
162309	162329	242620	FAIRFIELD FOOD AND	FUEL CORP.	BREWSTER	NY	10509	1	1	1	1	4		
162309		542363	HILTON GIBSON MILLE	208 MACARTHUR AVE	NEW WINDSOR	NY	12553	4	4	4	4	16		
162309	162330	728412	SHIVAM VARIETY INC.	307 MAIN ST	HIGHLAND PA	NY	10928	1	1	1	1	4		
162309	162330	745253	HARRIMAN EXXOM	2 MELODY LANE NOR	CENTRAL VAL	NY	10917	1	1	1	1	4		

PAGE BREAK TOTAL ACCOUNTS 50 TOTAL QUANTITY 90 81 105 85 361

TEMPLATE TOTAL ACCOUNTS 50 TOTAL QUANTITY 90 81 105 85 361

51855 9718

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J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

March 20, 1998

RJR Account #203290
H. FOURTUNIS

SALEM TEAR TAPE PROMOTION #800438: MAY (#805)

Dear :

SALEM .30¢ Tear Tape product has been ordered in reference to the above promotion. Ship number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. No Displays are required, as retailers will utilize Displays they received with the April Salem Tear Tape distribution. This product is being shipped to you @ \$3.00/carton off-invoice.

RJR will reimburse you \$4.75 per **6M** promoted case shipped to retail on a timely basis. This equates to **\$57.00 (12 (6M) case(s) @ \$4.75)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

PARTNERS 'BONUS' REPORTING DESCRIPTION

'SAL 98 .30/1 PK'

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: 162309
Enc. Retail Customer List

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

SAL-MAY.DOC

51855 9719

MAY DELIVERY
SALEM TEAR TAPE
H. FORTUNIS

<u>UPC Code</u>	<u>SALEM BRAND STYLE</u>	<u>#/ (6M) Cases @ .30¢ Off</u>
12300-24194	Full Flavor	<u>3</u>
12300-24195	Full Flavor 100	<u>3</u>
12300-24196	Light	<u>3</u>
12300-24197	Light 100	<u>3</u>

*****UTILIZE ANY RESIDUAL BRAND STYLE QUANTITIES FROM APRIL PRODUCT
DISTRIBUTION TO MEET MAY DISTRIBUTION AS NEEDED*****

Product / Premium Arrival: April 27, 1998
Ship Date to Retail: Week of: May 11, 1998
EFT \$ Amount: \$3,722.04

May Drive Period 805 / Promotion #800438

PROMOTION DESCRIPTION:

*SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER
AS INDICATED ON THE ATTACHED CUSTOMER LIST.*

*RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY
WHICH WAS SHIPPED WITH APRIL PRODUCT DISTRIBUTION*

MAY DELIVERY

51855 9720

WHOLESALE : 203290 HARRY FORTUNIS, INC. <DIRECT>
 TEMPLATE : 800438 80500 SAI 98 .30/1 NO
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85 QTY	M100 QTY	LT M85 QTY	LT M100 QTY	TOTAL QTY	CHAIN-ID	SUPPLIER
133005	133030	130769	84 QUIK STOP	5084 ROUTE 17M	NEW HAMPTON	NY	10958	1	2	3	2	8		
133005	133030	179116	QUAKER CREEK	767 PULASKI HWY 1	GOSHEN	NY	10924	2	1	2	1	6		
133005	133030	600426	A PLUS	68 BROOKSIDE AVE	CHESTER	NY	10918	7	4	6	3	20	0362-0102	
162210	162233	178194	R&B DELI	37 S MAIN ST	LIBERTY	NY	12754	3	3	3	3	12		
162210	162227	178453	JAMES' GENERAL STOR	PO BOX 346	NAPANOCH	NY	12458	1		1		2		
162210	162327	178872	VALLEY PHARMACY	ROUTE 52	PINE BUSH	NY	12566	4	3	6	4	17		
162210	162227	178902	PERINO'S DELI	ROUTE 6	SLATE HILL	NY	10973	1	1	3	1	6		
162210		485720	WALKER VALLEY GROC	ROUTE 52 BOX 315	WALKER VALL	NY	12588	1		1		2		
162210		641280	GNP PETROLEUM INC	RT 211	MIDDLETOWN	NY	10940		2			2		
162210	162227	688667	FAIR OAKS GENERAL S	RR 8 BOX 279	MIDDLETOWN	NY	10940			1		1		
162210		704978	HARRY FORTUNIS	261 NORTH ST	MIDDLETOWN	NY	10940	2	2	2	2	8		
162210	162233	705602	KELLY'S DELI	210 N MAIN ST	LIBERTY	NY	12754				1	1		
162210		759736	CASPER'S TWO INC.	ROUTE 209 P.O. BO	SUMMITVILLE	NY	12781	1	1	1	1	4		
162210		766926	QUICK STOP VARIETY	P.O.BOX 263 338	MONTICELLO	NY	12701		2			2		
162305	162328	754480	M&M MOBIL, INC.	1000 FLATBUSH RD	KINGSTON	NY	12401	2		3	1	6		
162307	162327	178861	DAIRY MART 632	152 NORTH ST	NEWBURGH	NY	12550	6	1	3	4	14	2757-1100	
162307	162327	178944	PETE'S MARKET	271 WASHINGTON ST	NEWBURGH	NY	12550	2	2	2	2	8		
162307	162327	179019	MIDDLEHOPE GEN STOR	640 ROUTE 9W	MIDDLE HOPE	NY	12550	1	1	1	1	4		
162307		179174	QUICK DELI	251 STATE ROUTE 1	NEWBURGH	NY	12550	1				1		
162307	162328	209935	ARDONIA GENERAL ST	RT 44-55	CLINTONDALE	NY	12515	1	1	1	1	4		
162307	162327	331060	NORTH PLANK MOBIL	175 N PLANK RD	NEWBURGH	NY	12550	1	1	5	2	9		
162307		336213	LATIN GROCERY	193 BROADWAY	NEWBURGH	NY	12550	2	2	2	2	8		
162307	162327	340741	A-PLUS #60027	510 BROADWAY	NEWBURGH	NY	12550	1	1	3	1	6	0362-0102	346458
162307	162327	567459	H.N. OF NEWBURGH, IN	352 BROADWAY	NEWBURGH	NY	12550	1	2			3		
162307	162327	571289	PARTY BEVERAGE, INC.	199 N PLANK RD	NEWBURGH	NY	12550	2	2	2	2	8		
162307		578991	LAHEY'S MIDWAY	264 QUASSAICK AVE	NEW WINDSOR	NY	12553	1	1	1	1	4		
162307	162328	594992	BRIDGE CIRCLE DELI	77 MILTON AVE	HIGHLAND	NY	12528	1	1	1	2	5		
162307	162327	596448	SIDDIQUE PETROLEUM	185 MAIN ST	NEW PALTZ	NY	12561	1	2	6	3	12		913178
162307	162327	619745	SAMUELS DISCOUNT CT	1019 RT. 17K UNIT	MONTGOMERY	NY	12549	2	2	2	2	8		
162307	162327	632155	BLUESTAR INT. ENT.	160 NORTH ST	NEWBURGH	NY	12550	2	1	2	2	7		
162307	162327	638321	ONTERIO ENTERPRISES	30 S PLANK RD	NEWBURGH	NY	12550	1	2	1	1	5		
162307	162327	666444	IRELAND CORNERS	551 STATE ROUTE 2	NEW PALTZ	NY	12561	1		1		2		
162307		672417	MARKONIC'S DELI MKT	1191 RT. 9W #28	MARLBORO	NY	12542	1	1	1	1	4		
162307	162327	698921	LAKESIDE CONV DELI	RT 52 & LAKESIDE	NEWBURGH	NY	12550	1	1	1	1	4		
162307	162330	738962	B QUICK SERVICE	362 WINDSOR HWY	NEW WINDSOR	NY	12553	1	1	1	1	4		
162307	162327	767822	UNION ST.DELI&PIZZA	135 UNION ST	MONTGOMERY	NY	12549	1	1	1	1	4		
162307	162327	769211	MIDDLEHOPE DELI INC	626 ROUTE 9W	MIDDLE HOPE	NY	12550	2	2	2	2	8		
162308	162328	178627	SOUTHGATE DELI. AND	658 SOUTH RD	POUGHKEEPSI	NY	12601	1	1	2	2	6		
162308	162329	178726	AMENIA VARIETY	ROUTE 22 & 44	AMENIA	NY	12501	1	1	1	1	4		
162308	162328	307545	9G CENCO	403 VIOLET AVE	POUGHKEEPSI	NY	12601	3	2	2	3	10		
162308	162328	440786	ABC GROCERY	22 DE LAVAL PL	POUGHKEEPSI	NY	12601	2	2	2	2	8		
162308		511360	FOUR STAR WHOLESALE	67 COTTAGE ST	POUGHKEEPSI	NY	12601			1	1	2		

